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An Early Chapter in the American Sheep Industry

UP TO the close of the Napoleonic Wars, sheep raising, in the United States, was of slight importance. Because of the small population, the demand for mutton was easily supplied. Most of the woollen goods used was imported from England. What little was manufactured in this country was made of wool imported from Spain.

Spanish wool came largely from the merino sheep, which had been developed primarily as wool-producing animals. This type of sheep, unlike the English breeds, is highly gregarious in nature and admirably suited to areas where extensive unfenced ranges are used. The merinos consequently met perfectly the needs of the territory in the United States which was being opened up west of the Allegheny Mountains. Similarly, they were adopted in Australia, New Zealand, the Argentine, and South Africa. However, up to the time of the Napoleonic invasion of the Iberian Peninsula, Spain had been able to prevent the exportation of the merino sheep and by this means retained for herself the monopoly of a large part of the wool market of the world. During the period of the Peninsular Wars, Spain was so disrupted that any general policy was difficult to either initiate or maintain.

It seems evident that 1810 saw the first shipments of merino sheep from Spain to the United States. Concerning this event, the Business Historical Society possesses a few interesting manuscripts.

These papers were found among the records of the Peace Dale Manufacturing Company, an excellent collection on wool manufacturing covering the period 1820 to 1916 which was presented to the Society, some years ago, by the Peace Dale Mills.

From the handful of letters and other documents relative to the importation of sheep it is evident that Charles H. Hall was the leading spirit in the venture. All of the papers are addressed to Hall's friend Henry Ward (later a member of Prime Ward and King) who was Charles Hall's business representative in New York. Charles Hall was a young New Yorker who spent much of his time abroad and in so doing seized every opportunity to profit from the advantages of trade, whatever they might be.

The letters indicate that associated with Mr. Hall was Richard S. Hackley, then United States Consul at Cadiz, who must have been able to aid considerably in the negotiations. The following transcript of a letter tells much of the story:

Villa Real, September 5th, 1810

My Dear Ward,

By the Ship Maria Theresa, John Ingraham Jun'r. Master, I make to you a very novel shipment, and one that I fear will incommode you. This consignment is *Merino Sheep* and enclosed you have an Invoice and Bill of Lading of the same; also, an Agreement made with the said Master for their transportation to America and likewise a description of the Merino's — You will perceive by the Papers I send you, that these Animals have been shipped on joint account of Isaac Clason, Richard S. Hackley and myself; say, *one third each* — The number that may be landed are to be divided as equally as possible, as to the *Sexes, healthiness of the Animals*, and the *fineness of their fleeces* — Hackley's share and my own to be taken possession of by you, and Clason's third, by whom he may appoint —

You will observe by the description I send you, that the Ages of these Sheep may be easily known, and to which, you will please to attend particularly on making a Division — Those Sheep that have their Fleeces much covered with *filth on the outside*, and *close, oily and curly, within*, are the *best*, and are to be preferred, should there be no objection to their Ages — The Papers are all made out to you; notwithstanding, I have associated with you Captain Ingraham of the Maria Theresa for the purpose of assisting you in the Sale, in any way you may point out; *provided*, you find him on *enquiry* a man worthy of *trust*, and which I presume will be the case, and only mention this, by way of precaution, in consequence of my short acquaintance with him —

It is my desire, as well as that of Mr. Hackley, that the Sheep should be immediately sold, provided, the high prices continue of \$250 to \$1000



Consulate of the United States, at Madrid

I do hereby certify, that on the day of the date hereof,
personally appeared before me, Felix A. Morris Esq., of the
City of Madrid, and presented the annexed certificate,
and who to my knowledge is a person of the highest probity
of character, and in my opinion, fully qualified and competent
to be given to the said certificate.

I further certify, that the translation is correct.

In witness whereof, I have hereunto set my hand and seal of office at the City of
Madrid, this 10th day of September, one thousand eight
hundred and ten, and the fifth year of American
Independence.

Richard A. Hackley

And I do hereby further certify and declare that
the sheep in question are of the true Merino breed, and have
been purchased from the stock of a Spanish King, and are
from the stock of the Duke of Angouleme, which stock are well
known to be of the first Merino in Spain, and are of the true
Fleischschaff breed, whose wool has always been sold in
the market of Paris and London, at the highest prices.

Dated in Madrid, September 11, 1870.

Signed Felix A. Morris

CERTIFICATE OF ORIGIN

per head — Should it prove impossible to make a Sale, you will in conjunction with Captain Ingraham, dispose of the Animals for the ensuing Winter, to the most advantage — The Ewes will bring forth their young in the Months of November and December, therefore, great care must be taken in order to preserve them, as well as their offspring; and which last will be very valuable —

The Rams I wish immediately sold, as they are not of so *good* Blood as the Ewes, but still are true Merino's — This circumstance Captain Ingraham will explain to you. The Females are from the Flock of the Duke d'Infantado, one of the best in Spain, and have been procured at much trouble and expense.

The *Certificates* of their *origin* I shall send you in the course of a few days from under the hand of the Duke —

You will perceive by the written description I send you, that most of the Sheep that have been sent to America, are not of the *Merino breed*, but of a very spurious race of Sheep — Those that went by the Ship Broker to New York were an exception, and were of the true blood, but no other parcel that has gone from Cadiz has been of that description. You will please notice that Captain Ingraham and his Mate are to have Twelve Sheep as a Gratification, to be taken without discrimination from the Flock before division is made, and you will allow them only an equal proportion of them — After the division is made, Mr. Hackley and myself have agreed to make a further Gratification to Captain Ingraham of Ten Sheep to be taken from our Two thirds of the Shipment, but you will not allow them to be picked.

You will observe there is no freight or charges to be paid by you, as per agreement —

My Dear Ward, you *will strive to keep up the late high prices*; and should you be able to do this, our *Sheepish* speculation will prove very advantageous, and I have only to beg of you to make the most of the Animals, and hold the proceeds, until further notice from Mr. Hackley and myself — Should you wish to send some of the Merino's to your Good Father, you will do so — I shall proceed in a day or two for Cadiz, from thence to London, and there embark for my native country; and am in hopes of having the pleasure of taking you by the hand, in the Month of November —

Take Sam by the hand *for me*, and say to him I continue to love and respect him — And with my best Compliments to all friends, I remain,

My dear Ward,

Your friend, and most humble Servant

Charles H. Hall

Henry Ward Esqre.

An invoice, dated Villa Real, September 5, 1810, states that 420 sheep were shipped on board the American ship *Maria Theresa*

and that the cost of these sheep was \$55 per head, including all charges. An account of sales indicates that only 249 of the sheep were landed in New York — the others having died in passage. The price which the sheep brought varied from \$100 to \$125 per head, which not much more than covered expenses.

By a letter of October 16, 1810, we see that Mr. Hall's enthusiasm led him to send cargoes of sheep by seven different ships to be landed at various American ports. We do not know the outcome of these other shipments, but evidently he was not discouraged, for the following brief letter shows that four years later he was still interested in the importation of merino sheep into this country.

Cadiz, April 6th, 1814.

Dear Henry,

I am only permitted by this conveyance to enclose you a Bill of exchange drawn by James Simpson of Tangiers dated March 9th at 30 days, for one thousand five hundred Dollars, (accompd. by Letters of advice) on James Monroe Secy. of State, Washington.

This draft you will collect and pass to my credit to be applied as I may *hereafter direct*, or as may have been *heretofore* directed — All remittances, and rectx. on my private a/c, you will hold subject to my orders as I wish not to blend my private concerns with any other. Make Sale of *all of my Merinos*, as I am informed Sheep are selling at \$100 to 150 per head —

Give my best love and regards to all of you family and friends and believe me in haste

Your affectionate friend,
Charles Henry Hall

I shall write to yourself and same by a neutral vessel that will sail in a few days —

Although War exists, I am as full of business as ever —

Write me to the care of
Messrs. Thos. Mullett
I. I. Evans & Co. as I
shall be in London in June next.

Henry Ward Esqre.

In conclusion it is interesting to note that the merino breed formed the basis of all sheep raising in the United States. Here, however, the type was so modified as to ultimately produce three distinct strains. The first of these was the ultra wool-producing merino which even surpassed the excellent wool-producing qual-

ities of the original Spanish merino. A second strain was developed to meet a change in the style of cloth which demanded longer wool which could be spun into worsteds. The third type came with the development of refrigeration in transportation. This was the mutton type of sheep which now constitutes an important part of the sheep-raising industry in this country.

Notes on the Erie Canal

THE Erie Canal has always stood as one of the great pioneer works in engineering in America, and for this reason any new material on the history of the project cannot but be of interest. The earliest thoughts concerning the development of an inland waterway which would connect the vast territory between the Alleghenies and the Mississippi with the more populous eastern seaboard run far back into history. A. Barton Hepburn, in his *Artificial Waterways of the World*, tells us that as early as 1724 Cadwallader Colden, Surveyor General of New York, and later Lieutenant Governor of that colony, explored part of the region through which this great waterway was ultimately built and at that time commented on the feasibility of such a project.

In 1777 Gouverneur Morris again predicted the eventual union of the waters of the Great Lakes with those of the Hudson. Likewise shortly after the close of the Revolution, Washington, in company with Governor George Clinton and Alexander Hamilton, explored the entire section. Washington, with his usual farsightedness, looked upon the project of this inland waterway as a means of binding the people of the nation together for the purpose of establishing a stronger Union. This was important in an era when the outlet to the Mississippi did not belong to the United States. Washington's views were echoed in countless pamphlets which were written by various enthusiasts of the period.

From 1784 to 1817 numerous feeble attempts were made to get the projected canal under way, but the great deterring force was lack of capital. But with the coming of the steamboat new enthusiasm developed. Finally through the indefatigable efforts of DeWitt Clinton, nephew of George Clinton, and also a governor of New York, the work of constructing the canal was actually started July 4, 1817.

Concerning the final negotiations for the construction of the canal, some interesting notes have come to Baker Library. The notes, in the form of a diary kept by Isaac Briggs, were found among the Stabler Papers which have been deposited in Baker Library by the Maryland Historical Society.

Isaac Briggs, who was an engineer of considerable ability, had been employed in numerous government undertakings. He had conducted the survey of the Mississippi territory and had aided in the coast survey. At the suggestion of one of his friends he applied to the Canal Commissioners for a position as engineer. The little diary relates in detail his meetings with DeWitt Clinton and the Canal Commissioners. Excerpts from the diary will be of interest for the general details of events, for sidelights on the characters of the various people mentioned and for comments which present occasional vivid glimpses of the conditions of the time.

Isaac Briggs started for New York on May 12, 1817. After arrival in New York he was taken to meet DeWitt Clinton, and concerning the meeting records:

We arrived at DeWitt Clinton's — Hammond had told me that Clinton was often considered to be rather cold and repulsive in his manner, but that he never disappointed his friends, and always performed more than he promised. On seeing him and conversing with him, everything he said and did — and his manner of saying and doing it bespoke to me promptness and energy of character, but nothing of coldness. . . . I delivered my testimonials. . . . I told him I had written to Thomas Jefferson and expected he would receive something from Thomas. I asked him if it would be necessary or expedient for me to endeavor to procure any further testimonials. By no means, said he, what I have seen are sufficient; indeed I was quite satisfied before I had seen any. Pray Mr. Briggs, can you procure for me one of your pamphlets addressed to the chairman of the Committee of Commerce and Manufactures? I have never seen a pamphlet with which I have been so much pleased and I wish to possess it. I told him I could furnish him with one.

Well, said he returning to the subject of the Canal, although I am president of the board of Commissioners, I cannot say any thing *official*, but I know that my recommendation will be efficient, and you may consider yourself employed. What compensation will you demand? I answered, it is not for me to make a demand. Well, well, said he smiling, we shall not disagree about that. I suppose you have good instruments. — I have none, I have always operated with public instruments. In an object of so great magnitude, added I, I think the proprietors of the grand canal ought to possess their own instruments. But how shall we procure them in time so as not to lose the present season? I answered, the United States have

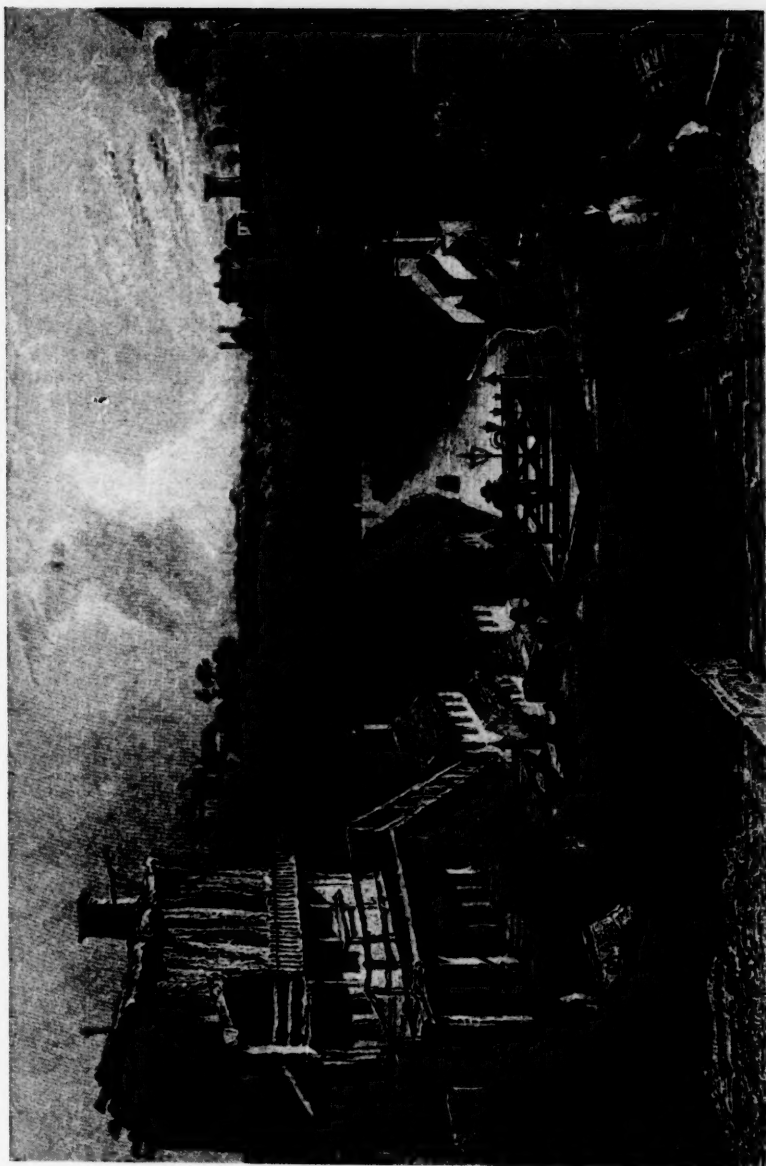
instruments of the very highest character. He added with quickness and force, your suggestions are excellent. Will you meet me at the City Hall in New York at 11 o'clock tomorrow? I would insist on your dining with me today, but I am engaged to dine from home. His manner throughout was so far from being cold, that it was altogether expression of entire confidence and warm friendship. . . .

On the following day he notes:

At 11 o'clock pursuant to appointment, I went, with Thomas Eddy, to the City Hall, to wait on Governor Clinton. We found him in the Governor's room; on entering we saw a crowd of gentlemen all uncovered, and all standing but De Witt Clinton, who was seated and writing. Thomas Eddy remarked, as we went in — There is such a crowd here I fear we shall have little opportunity of speaking with the Governor. It was however, not long before De Witt rose — his keen eye traversed the crowd. He called me by name and beckoned me to come to him. I passed through the multitude with countenances of curiosity and enquiry. De Witt cordially took my hand, saluted me kindly — placed two chairs close together — requested me to be seated in one and himself took the other — and, in the most familiar manner, entered into conversation as if no one were present except he and I. We are, said he, (meaning the Canal Commissioners) stewards of public money — it is our duty to be economical in its expenditure, but give yourself no anxiety about your compensation — it is my maxim, that to employ talents and integrity by giving a price that will ensure them, is the only true economy — and that to incur the risk of blunders, in our foundation because we can have them cheaply had generally the effect, in the end, of the most wasteful profusion. I have called the commissioners to meet at Utica on the third of June; I wish you to be in New York on the Wednesday preceeding, prepared to go with me — I wish to introduce you to some gentlemen at Albany, previously to the meeting of the board. . . .

Supplied with letters from DeWitt Clinton to the Secretary of the Treasury, Isaac Briggs proceeded to Washington to procure instruments for the surveying of the canal. There follows in the diary a detailed account of the Washington trip including a record of all expenses, a rather tedious rehearsal of every conversation on the trip, and an amusing account of a visit to the Patent Office. Suffice it to say that our friend secured the needed instruments and had returned to New York in twelve days time. Immediately he conferred with Governor Clinton and writes of the conference as follows:

. . . I found him in the Governor's room without other company. He received me in the cordial and affectionate manner of an *old friend*, and



ERIE CANAL

evinced not only approbation of, but gratification in, the whole of my conduct. I wish to ask you a question, Mr. Briggs, — it has several times presented itself to my mind, but I have felt delicacy, I hope you will excuse me — How are your finances? I answered, I believe it will be best for me — and it is certainly consonant with my inclination and habits — to be quite open and candid — to thy kind treatment of me candor is due — My finances are at an end.

I am gratified by your candor. Will one hundred dollars answer your present purposes? — It will be amply sufficient. I will advance it to you with pleasure. He then counted to me that sum, And, immediately, as if to prevent any thing like acknowledgments, he said with rapidity, I wish you to go to Brooklyn and endeavor to see General Swift. — Take your passage in the Steam boat for Albany — Dr. Hosack expects you to dine with him today, at 3 o'clock — I dine there — After dinner we will go together to the Steam-boat — until that time, the less you see of me the better, for your own sake.

I engaged my passage for Albany — then went to Brooklyn, and returned in time to visit Thomas Eddy, and to dine with Dr. Hosack, in company with the Governor. Thomas Eddy came in while we were at dinner, and took his seat by me. About $\frac{1}{4}$ past 4 o'clock, we rose from table. Governor Clinton, his son De Witt, Thomas Eddy, Dr. Hosack and myself, all went on board of the Steam boat Paragon. At 5 o'clock, Thomas Eddy and Dr. Hosack took leave of us, and the Steam boat pushed off, with, I suppose, about 140 passengers.

At 3 o'clock P. M. May 29 — 22 hours from the City of New York — we arrived at the City of Albany, 155 miles, averaging more than 7 miles per hour.

During the whole passage, Governor Clinton's conduct was to me delicate, kind, and social — towards others, it was not haughty nor sour, but marked with a dignified reserve. I have already seen enough of him to convince me, past doubt, that he is really a great man. . . .

The following two days were spent as the guest of Governor Clinton. Mr. Briggs was much impressed by the grandeur of his surroundings and describes all he saw. For May 31, he writes:

This morning, after an early breakfast, Governor Clinton, his son De Witt, and I commenced an excursion up the Hudson river. We passed up the right or Western margin to the Village of Washington, 5 miles — crossed the Hudson in a Flat and passed through the *City of Troy*, 1 mile — to the town of Lansingburgh (on the same side) and through it, 4 miles — recrossed the Hudson on a covered bridge above all the mouths of the Mohawk, to the Town of Waterford, 1 mile. From Waterford, 5 miles, crossed the Mohawk, on a covered bridge below, and in sight of, the Falls. To the Cohoes or Falls and returning to the bridge, 1 mile. At these Falls, the scenery is grand, picturesque, and interesting — Over a rock of

Schistus, resembling a well constructed mill-dam, from side to side of this noble river, the water pitches about 50 feet perpendicular, forming a finely broken cascade. The *whole fall* is said to be 65 feet perpendicular. Here also we have a fine view of the *Diamond Rock*, situated on the East of Troy. We returned, 8 miles, to Gen'l Van Rensselaer's, for dinner, having made a tour of 25 miles. At 3, we sat down to an elegant, and plentiful dinner, of great variety and neatness, yet plain for a man of such Wealth. General Stephen Van Rensselaer, is the proprietor of more than 560,000 acres of land, on both sides of the Hudson, in one body adjoining the city of Albany. Governor Clinton told me that his rents, *for the last year*, were supposed to amount in value to at least \$100, 000. His countenance appears to beam with benevolence, in his manners he is unassuming, plain and social.

First day, 6 mo/. About 20 minutes past 3 o'clock P.M. a carriage and 4 grey horses, provided by General Van Rensselaer, came to the door. General Van Rensselaer, Governor Clinton, De Witt Clinton, Jr. and myself, stepped into the Carriage with our baggage, and in 2½ hours, we were in Skenectady, a city on the Mohawk River, 15 miles from Albany. Lodged in the City of Schenectady.

[June] 2. Departed at ½ past 5 o'clock A.M., crossed the Mohawk on a bridge, and Breakfasted at Amsterdam 15 miles — Dined at Palatine, 20 miles — Lodged at Little Falls, 24 miles.

[June] 3. Breakfasted at Herkimer, 7 miles — and, 14 miles more, at 11 o'clock, arrived in Utica, 95 miles from Albany.

Utica is a beautiful place — as large as Wilmington. It is situated on a fine fertile plain — has risen to its present size in about 15 years, and is rapidly encreasing. The inhabitants are wealthy and social — the houses are of Wood, Brick and Stone, and very handsome. It is on the bank of the Mohawk, on the margin of which we came, all the way from Schenectady.

Neither in Albany, nor on the way, nor here would the Governor permit me, on any account, to pay any thing.

[June] 4. Canal Commissioners present —
De Witt Clinton, President,
Stephen Van Rensselaer,
Myron Holley, Treasurer,
Samuel Young, Secretary.

Joseph Ellicott absent. This day, the Canal Commissioners, in due form, engaged me as Engineer, at \$5 per day, clear of my board and all expenses, for a beginning, with an expectation of more, if we continue to be pleased with each other — to commence from the 15 of last month, when I was sent from N. York by their President.

In acceptance of his invitation, the Commissioners and I, all dined with Judge Miller. He gave us an elegant dinner.

[June] 5. The Canal Commissioners requested me to state my account for my expenses and for my time, since the 15 of last month to this day, 21 days.

I stated my account —

For Expenses	\$63.73
21 days @ \$5	105.—

\$168.73

This account was immediately paid.

The Governor refused to receive of me the sum he had so kindly pressed upon me in New York, unless the Commissioners would advance it to me. They at once did so, and the Governor, even then, hesitated in receiving it of me.

The Canal Commissioners ordered me to procure, if to be had in New York, Philadelphia or elsewhere, such instruments as I should judge suitable, with an unlimited power to draw on them.

After this meeting Briggs started for his home in Sandy Springs, Maryland, to visit his family. Concerning his trip down the Hudson he notes:

[June] 7. Left Albany at 20 minutes past 9 o'clock A.M. in the Superb Steam boat Chancellor Livingston. The Chancellor Livingston is 157 feet long on deck, 33½ feet beam, clear of the water which, draws 6 feet 8 inches, and is driven by an Engine of 88 horse-power — a 5 feet stroke, cylinder 42 inches diameter in the clear. Cost \$120,000.

[June] 8. Arrived in New York at 6 o'clock A.M. 20 hours and 40 minutes from Albany.

After an absence of seven days Briggs returns to New York and records the following meeting with Governor Clinton:

Waited on Governor Clinton at the City Hall. I found him in the Governor's Room. . . . With that promptness which characterizes him, he put the question — When do you proceed to the Mohawk? — Tomorrow? — I answered, I could proceed tomorrow, were I to go unprepared for business — the necessary instruments are not yet ready. — What time will be requisite to prepare them? — I suppose, replied I, until the middle of next week. I could go *now*, and have the instruments sent after me. — No, said he, stay by all means, and superintend their preparation yourself. I then added — I wish, in this great undertaking, to act in such a manner as to do credit to *myself* and to the Commissioners. Accuracy in my department, I deem very important — the means necessary to ensure it are not obvious to every one — I fear I may, often and by many, appear to be doing wrong and inducing a needless expense. To this he said, with a countenance expressive of confidence and candor — Be firm and fear

nothing; you act on *your own responsibility*, it is necessary and proper you should act on *your own judgment*.

Have you seen Mr. Moore? — Yes. — Well, what says he? — He says his engagements are such that he cannot with propriety leave his present situation during *this* season.

I have the pleasure to inform you, said he, that our funds are complete, our loan is filled, at par, for *six* per cent, when the banks of our state are authorized by law, in certain circumstances, to take *seven*.

The Governor then showed to me the model of a complicated machine for raising earth — the inventor to me unknown. The price of such a machine to be about \$800. Judging from what I have *seen* of this, and from what I have *heard* of David Newlin's machine, I would not give *one* of the latter for *five* of the former. I mentioned to the Governor what I had heard of David Newlin's machine, with which he appeared to be much pleased.

This day I drew on Myron Holley, Treasurer, in favor of De Witt Clinton, President of the Board of Canal Commissioners, for \$100 payable at sight, to be charged to my account as Engineer. De Witt Clinton endorsed, — and Robert Bowne negotiated, and gave me a check on the Bank of New York for this draft.

A few unimportant notations bring to a close his entries concerning the Erie Canal. Since Isaac Briggs' name is unmentioned in the various histories of the canal it was for some time believed that his contract with the Canal Commissioners was perhaps never fulfilled. However, letters more recently discovered indicate that Isaac Briggs continued in the employ of the Canal Commissioners until 1819, when he left their service to accept a position on the Board of Public Works of the State of Virginia. At that time, it was his hope and expectation that Virginia would undertake the construction of a canal 250 miles in length, connecting tide-water on the James River with the Ohio.

The First Survey of the Boston and Albany Railroad

THOUGH the Boston and Albany Railroad was not completed until 1841, and not actually incorporated, as such, until 1867, the *idea* of a railroad from Boston to Albany was one of the earliest railway projects contemplated in this country.

In 1825 the Erie Canal was completed and at once proved to be an undoubted success, opening up, as it did, the vast fertile area

west of the Alleghenies. In the following year, 1826, the first short railroad was laid in New England by Gridley Bryant for the purpose of hauling blocks of granite for the Bunker Hill Monument. These two facts seem to be totally unrelated, yet the succeeding trend of events definitely connects them.

The citizens of Boston recognized the benefits which the Erie Canal was bringing to New York and became interested in securing some of these advantages for Boston. Plans for a transportation system which would connect Boston with the Canal at Albany were soon forthcoming. It was Gridley Bryant's short railroad that guided that plan in spite of the fact that the locomotive had not yet been perfected and only horse power was available.

The following transcript of a document found among the Baldwin papers at Baker Library, indicates that as early as July, 1827, James F. Baldwin had been commissioned by Levi Lincoln, Governor of the Commonwealth of Massachusetts, as engineer to survey a railroad route from Boston to Albany.

COMMONWEALTH OF MASSACHUSETTS
TO JAMES F. BALDWIN, ESQUIRE
OF BOSTON IN THE COUNTY OF SUFFOLK.

GREETING

Whereas by a Resolve passed on the fourteenth day of June last, the Governor of this Commonwealth is authorized by and with the advice and consent of the Council to appoint two Commissioners and a suitable Engineer "whose duty it shall be, as soon as may be, and if possible before the commencement of the next Session of the Legislature to cause the necessary surveys, and plans of the same, to be made for a Railway of the best practicable Route or Routes through any part of this Commonwealth from the City of Boston Westward to the line of the State of New York, and in case permission shall, for that purpose, be obtained of the proper Authority in the State of New York, from thence to the Hudson River, at or as near Albany as may be, and to cause also the necessary estimates to be made of the expense of constructing such Railway together with every proper enquiry and examination as to the expediency of constructing such Railway, to the end that the said Engineer and Commissioners may, if possible, make Report in the premises with their opinion thereon on or before the commencement of the next session of the Legislature which said Engineer and Commissioners shall have power to employ the necessary and proper Agents and Assistants for the performance of the services hereby required";—

Now, therefore, I Levi Lincoln, Governor of the Commonwealth aforesaid, by and with the advice and consent of the Council, do hereby appoint you the said James F. Baldwin, Esquire to be an Engineer as aforesaid, with all the powers, and to perform all the duties prescribed by the Resolve aforesaid, and above recited.

You are well and faithfully to execute the trust hereby reposed in you and with said Commissioners, to make a detailed Report of your proceedings in the premises, as soon as may be, to the Legislature of this Commonwealth.

You are to receive and follow all necessary directions from said Commissioners, and afford to them all proper assistance and in general to do and perform whatever may be incumbent upon you in the execution of said trust.

Given under my hand and the Seal of the Commonwealth this sixth day of July in the year of our Lord one thousand eight hundred and twenty seven.

By His Excellency the Governor,
with the advice and consent of the
Council.

Edward D. Bangs, Secretary of the
Commonwealth.

In a letter of December 16, 1827, Baldwin states that he has just returned from Albany having completed the survey of the western section of the route. There are, in addition to the foregoing document, three books dated April to June 1828 which contain the field notes for the survey from Boston to Palmer. The line ran through Framingham, Worcester, Westborough, Holden, Rutland, Ware, Palmer, and Three Rivers.

The result of the survey was a report published in 1829 by the Board of Directors of Internal Improvements of the Commonwealth of Massachusetts entitled *The Practicability and Expediency of a Rail-Road from Boston to the Hudson, and from Boston to Providence*. In 1831 a group of petitioners readily secured a charter for the Boston Worcester Railroad Company. By 1835 this road was completed. Three years later the Western Railroad, which had been incorporated in 1833, began to push the work on to the western boundary of Massachusetts. In the meantime, the Albany and West Stockbridge Railroad, chartered by the State of New York in 1836, was building the section from the Massachusetts boundary to Albany. In 1841 the first train ran from Boston to Albany, but it was not until 1867 that these three lines merged to form the Boston and Albany Railroad.

Material on Canal and Railroad Construction

ALONG with the articles relative to the Erie Canal and the Boston and Albany Railroad, it seems appropriate to offer some general estimate of canal and railroad material available in the manuscript collection at Baker Library. The two most important groups in this field are the Baldwin papers, the gift of Mr. James R. Baldwin, and the Stabler papers, deposited with Baker Library by the Maryland Historical Society.

Considering, first, the Baldwin collection, we find papers relative to innumerable canal and railroad projects undertaken by various members of this engineering family. These papers cover the long period, 1791-1860. Concerning canals, they include information on the Middlesex Canal, the Amoskeag Canal, the Shubenacadie Canal, and the Cape Cod Canal as well as some fifteen other canals for which there is only a folder or two of papers. The railroad material of this collection concerns the Boston Marine, Boston and Albany, Lowell, Boston and Worcester, Providence, Charlestown, Brattleboro, and Buffalo and Mississippi railroads.

The Stabler collection is likewise of great importance. It includes the papers of two able engineers — Isaac Briggs and James P. Stabler. Among the Isaac Briggs papers, 1817-1823, are manuscripts relative to the Erie Canal and the canal from Baltimore to the Potomac. The papers of James P. Stabler, 1829-1837, concern the construction of the Baltimore and Ohio Railroad, the Wilmington and Susquehanna Railroad, and the Delaware and Maryland Railroad.

In addition to these two major collections there are a number of smaller groups. The S.M. Felton papers concern the construction of the Fitchburg, Boston and Maine, Vermont Central, and the Lowell and Lawrence railroads. The Strong and Chamberlain papers relate to the construction and operation of the Rutland and Washington Railroad. There are also a few papers on the Chester Valley Railroad in Pennsylvania, and the Connecticut and Passumpsic River Railroad.

Finally, there is an interesting group of papers on the Illinois Land Agency. This agency was established to aid in financing the construction of the Illinois Central Railroad. The papers relate to

the various transactions in selling land for this purpose. This completes the list of manuscript material which relates to canal and railroad construction.

Contributions to Source Material for Business History

THERE is one type of source material for business history to which members of the Society could and should make valuable contributions. This is in the recording of the significant facts concerning the development of their own business concerns. After a man has spent the best years of his life and much of his talent and energy in administering a business enterprise, it would be of great value if he could sit down and, as clearly as possible, describe all sides of every problem which led to the formulation of important decisions, along with the results of the policies based on those decisions. By collecting such impressions over a period of years, there could be brought together a mass of information which would be important to the study of business history.

Already, two such pieces have come to the Society: *Woolen Manufacturing in Amesbury, 1821-1852* by Joshua Aubin and *The Collins Company, 1826-1867* by Samuel Watkinson Collins. The latter, a history of a company manufacturing axes, is particularly interesting, at this time, because of the great amount of space devoted to the discussion of various depression periods. The year 1833 brought not only financial problems, but labor difficulties as well and forms one of the most interesting portions of the record:

This was an eventful year. The panic in consequence of the Asiatic Cholera disarranged business and checked sale of our goods. Workmen were dissatisfied with our attempts to organize the business more economically and we found it impossible to make sales and collections fast enough to meet our expenses, especially at the Hartford Bank, and was disposed to curtail the loans made to us on accomodation paper. D. C. Collins was a Director in the Phoenix Bank but our loans there were not large.

As much had been said about our stringent and illiberal contracts with workmen in the first years of the business, the "temperance principles" and rigid rates. I will transcribe here a copy of a correspondence with

them which took place in April of this year, the first time there ever was a combination among them and a refusal to work. At that time we employed none but Americans and we had been able to select our men, consequently they were a pattern of order and sobriety. The objectionable feature was that in retaining a portion of wages and paying at long intervals, then bringing them as apprentices learning a trade, we became largely indebted to them.

S. W. Collins to the workmen in Collinsville.

"I have received through your highly respectable committee, a very respectful remonstrance against our alteration of piece prices, and I am particularly pleased with the *candid manly* course which you have pursued at this crisis. It is worthy of *yourselves* and the high character you have always sustained as a community. It is creditable to you as American citizens and speaks well for Universal Suffrage and the prospects of our Republic. I am personally peculiarly gratified as it confirms me in the policy I have always adopted and advocated, viz: to employ no foreigners; none but Americans, believing them to be not only more ingenious and industrious than foreigners, but more enlightened and consequently more rational and reasonable. The character which this Village has sustained has demonstrated this theory to be correct, and I am proud of the fact that we are mentioned far and near as a sample of what manufacturing communities may be in this country. Thus it has been in times past and it only needed a fluctuation in price of wages (which is sure to come sooner or later in all kinds of business owing to over-production and a variety of causes) to test the experiment fully. That time has arrived and what is the result? Instead of such disorderly and disgraceful conduct as we hear of in manufacturing communities in other countries on similar occasions and which had prejudiced some against manufacturing in this country, and to question the policy and expediency of allowing them the rights of freemen at the polls, we find them here assembling quietly by hundreds. Not at a Tavern to heat their blood and warp their judgment with grog, but in the cool open air in front of a temperance store where pen and ink and paper can be procured and business conducted in a truly *Republican town-meeting style*. That the assembly was composed of *cool, dispassionate, reasonable* men I want no better proof than I have in the appearance and character of the men who waited on me this morning as your committee. They would do a credit to any community and I am proud to claim them as my fellow citizens, as such permit me to address *you all*, and I am glad to have this opportunity to rectify some wrong impressions which I am informed exist (though I cannot believe it is the case to any extent) viz: that I am myself an *avaricious, hard-hearted* man, selfish and unreasonable, without patriotism and public spirit and caring for nothing but my own selfish gratifications. I trust that many in this community know me better,

but perhaps it is not strange that some who have not been here long and with whom I have not had much personal intercourse should entertain such ideas and suppose that I wish to oppress them, whereas nothing can be further from the thoughts and intent of my heart. If there is one truth more fully impressed on my mind than another it is that "the rich and the poor will meet together. The Lord is the Maker of them all."

I have been less inclined to mingle in religious or political strife that I may more impartially discriminate and deal more justly with the members of this community, but I have feelings as well as other men, and I would rather a man would suspect my pecuniary credit than my patriotism or generosity. If there is a favorite object or pursuit with me it is the welfare and happiness of the inhabitants of this village, and that can only be prompted effectually and permanently by such prudent and judicious management of our business as will enable us to meet all our engagements.

I have addressed you personally instead of using the name of our Company, that I might address you more familiarly for I consider my personal reputation involved. I am not aware that I have ever forfeited my character for veracity and I expect that you will believe me when I say that we *cannot afford* to pay such prices as we have paid. Although we keep up the *retail* prices of our axes we have been obliged to make heavy discounts on our large sales. We had hoped the business would be such that we could afford to pay you high wages.

You will readily believe me when you take into consideration the course we have pursued in times past. When we first commenced business, wages were very low (much lower than we now offer to pay) and many of you contracted with us for five years at those low rates. Afterwards when wages advanced instead of exacting labor of you at those low rates we increased your wages giving you work by the piece at prices that enabled you to make double the money you contracted to work for, and we released many of you from the last two years of your contract, and when we found that the axes were costing us nearly as much as we got for them we raised the price of the axes instead of reducing wages, and so paid you liberally, and now we have made no more reduction than we consider absolutely necessary. We have not decided on this change hastily but after much delay and mature consideration. We are truly sorry that we cannot do better by you. The only proof that we can give you now of our disposition to be liberal with you and take no advantage of circumstances is by assuring you that as your time of settlement comes around every man shall have an opportunity to pocket his contract and go free unless he prefers to stay.

If you think you can commence work under the new tariff with better courage after a holiday and a game of ball you can take next Monday and enjoy yourselves.

Respectfully, Your friend
Sam'l. W. Collins."

This reply was received from the workmen.

"The Committee to whom your communication was addressed respecting reduction of wages are directed by the *unanimous vote* of the meeting before whom it was read to express to you their entire satisfaction with the views therein contained, and their resolution to go on cheerfully in the discharge of their duties. While they do this the Committee in the name of the meeting would assure you that they are happy to find the course which they have pursued has met with your approbation, and has been treated with such frankness and good feeling. We have no doubt of the correctness of the statements in your communication and our entire confidence in our employer will not allow the supposition that he could wish anything unreasonable.

In the welfare of our village and in the prosperity of the manufacturing interest of our Country, we, as residents, here and as American citizens, feel a deep interest and hope to do all in our power to promote our common welfare.

With respect and esteem, Yours,

Signed by Charles Blair, Henry D. Rogers and others."

It was a critical time with us, as we could not sustain our prices of axes we were obliged to reduce the *cost*.

The contracts with the workmen rather complicated matters, and the workmen combining to quit made it look rather squally, especially as there was a large amount due to them.

As there was but a few axe makers in the country we was obliged to take common blacksmiths and learn them to make axes, as they would utterly spoil some of the iron and steel and make a large quantity of poor work that could not receive our stamp and must be sold cheap, we bound them to work for several years paying but once a year and then retaining a part of their wages until an equal amount was earned on the following year. We had no difficulty in finding men to sign the contracts. Usually \$14.00 and board the 1st year, \$16.00 the second year, \$18.00 third, \$20.00 the fourth year, \$26.00 the fifth year, though some of the contracts were only for three years.

The trouble with them arose after they had got to be good workmen and could get high wages elsewhere. To obviate this we gave piece work by which all who could make good work got good wages, but we lost money on the inferior work done by new hands. It was only our rigid inspection and putting our name onto none but good work that enabled the establishment to survive all the vicissitudes encountered.

In the month of September [1833] the Hartford Bank having fallen into the hands of a new set of Directors, turning out of the Presidency our friend General Terry and electing Gov. Trumbull, we were notified to *pay up* which we could not do in the time specified, and concluded to

suspend payment and assign our property to Trustees for the benefit of our creditors. The property being previously under heavy mortgages to James H. Wells (father of William and John) for advances in money and indorsements. Mr. Wells took possession by consent of the Trustees and run the Works about a year, working up stocks on hand and selling axes until he got his pay in December 1834 when the Trustees came in possession, they sold it at auction with what stock and other personal property remained, for the benefit of our creditors, they having obtained an Act of Incorporation (or we had got it for them, the Trustees being named as the Corporation) took pay in stock for their claims against us and thus released us from our debts.

It is natural that much of the description throughout the account constitutes a more or less tedious chronology of events, but depression periods always called forth some interesting observations. Of 1837 he writes:

In January not able to do much work for want of water.

D. C. Collins resigned as Treasurer on account of his health and Alfred Smith, Esq., President of Conn. River Bank, was appointed Treasurer.

The panic which had been increasing several months culminated in May by all the Banks in the U. S. stopping specie payment (including the U. S. Bank).

It now became painfully evident that we had made a great mistake the previous year in paying such large dividends to Stockholders as we now needed the funds to sustain the Concern.

We showed a prosperous business in the semi-annual meeting in April, but instead of a dividend, created and sold in May, at par, \$50,000. new stock to raise money. (In 1838 made stock dividend of \$50,000. This last creation of stock raised the amount to \$300,000. which was the limit assigned by our Charter.)

The financial embarrassments of the Country and general prostration of business found us with all our sales spread, having large stocks of raw material on hand and with large contracts for iron to be delivered. We had notes to pay and not much to pay with. Our sales were small and we had very little cash capital, instead of providing capital as we should have done in 1836 when money was easy and our profits large.

The large Stockholders and Directors residing in New York and Philadelphia pursued a different policy. They made large dividends and sold out when the stock brought high prices. The Concern was now in a critical situation and the Treasurer, Mr. Smith, called the Directors together frequently. At one time they had daily meetings adjourning from day to day, debating financial expedients and trying to negotiate with some of the Banks for aid.

List of Manuscript Material Now Available

THE *List of Business Manuscripts in Baker Library*, referred to more fully in the May Bulletin, is now available at fifty cents a copy on application to Baker Library, Harvard Graduate School of Business Administration, Soldiers Field, Boston, Massachusetts. The list (112 pages), published by the Library, includes descriptions of both the material collected by the Business Historical Society and the Library itself — 508 collections in all.

“The Glasgow University Press 1638-1931”

AMONG the more recent volumes received by the Business Historical Society is *The Glasgow University Press 1638-1931* by James Maclehose. The author, himself a member of the family that now runs the press, enters into his task with uncommon enthusiasm.

The University Press of Glasgow, unlike those of Oxford and Cambridge, has always been privately owned. This rather complicates the work of writing its history. The administration of the press, over this period of nearly three hundred years, was undertaken by no less than fourteen different families, not to mention the various members of some of those families. For this reason, it is impossible to find any real development of policy.

For the first hundred years the history of the press seems to be woven around a struggle which involved a series of privileges, Royal grants, monopolies, exemptions, drawbacks, family quarrels, etc., but with the entrance of Robert Foulis into the account there comes a new tone. Here we have the press adopting methods which brought fame not only to the press but to the University itself. The type which he developed and the care with which the work of printing was conducted produced some of the most beautiful books ever printed. He demanded not only beauty of the printed page, but the greatest accuracy. He required five proof readings in an effort to eliminate all error, concerning which our author says, “This is the way in which really great work is done;



UNIVERSITY OF GLASGOW IN THE SEVENTEENTH CENTURY

it is not the way in which dividends are earned." Nevertheless Robert Foulis found printing and publishing in Scotland at a low ebb. Through his efforts the Glasgow University Press became renowned throughout Europe. Interest in the history of the press necessarily drops off after the death of Robert Foulis. The rest is humdrum in contrast.

Important Notice

ATTENTION is called to the sixth annual meeting of the Business Historical Society, Inc., which will be held in Room 232 of Baker Library at eleven o'clock on Thursday, December 8, 1932.

The program of the meeting includes administrative reports for the preceding year and the election of officers for the ensuing year and members of the Council for the following three years. There will also be addresses on subjects of interest, the details of which will be announced later. It is hoped that there will be a large attendance.

The usual complimentary luncheon will be served at the Business School Faculty Club immediately after the meeting.

Secretary's Column

ACQUISITIONS

Since the publication of the last Bulletin the Society has received and gratefully acknowledges the following acquisitions:

From The Bank of Toronto, Toronto, Canada: *Seventy Second Annual Report of The Bank of Toronto, 1927; 75 Years of Service, The Bank of Toronto.*

From C. A. Bogert, Vice-President and General Manager, Dominion Bank of Canada, Toronto: sixteen *Annual Reports of the Dominion Bank*, covering various periods from 1911 to 1931.

From Superintendent of Branches, Imperial Bank of Canada, Toronto: *Annual Reports* for the year 1907 and various years from 1916 to 1927.

From Cleveland Chamber of Commerce, Cleveland, Ohio: *The Cleveland*, for the periods from August, 1931 to December, 1931, February, March, May, July, and August, 1932 — historical sketches of Cleveland business organizations.

From Richard Peters, Jr.: two time tables; the Eastern Railroad Company, dated 1881 and the New York, West Shore and Buffalo Railway, dated 1884.

From Herbert G. Porter, Smith & Porter Press, Inc., Boston: James W. Spring, *Boston and the Parker House, 1630-1927*, 1927; *One Hundred Years of Banking in Westerly*, published by the Washington Trust Company of Westerly, Rhode Island, 1908; the Curtis Publishing Company, *Selling (Forces)*, 1913; *A Century of Uninterrupted Progress. A Century Old Concern*, published by Jones, McDuffee & Stratton Company; *Jute, An Account of its Growth and Manufacture*, privately printed for the Ludlow Manufacturing Associates, 1928; W. E. Haskell, *News Print, the Origin of Paper Making and the Manufacture of News Print*, published by the National Paper Company, 1921; various publications on historical subjects by the Towle Manufacturing Company, silversmiths, New York; miscellaneous publications of the automobile industry; and books on various miscellaneous subjects.

From an officer of the Society: V. S. Spencer, *Story of Steel*, 1932; Charles F. Kettering and Allen Orth, *The New Necessity*, 1932; M. J. Bonn, *The Crisis of Capitalism in America*, 1932; Davis Cushman Coyle, *The Irrepressible Conflict, Business vs. Finance*, 1932; Garet Garrett, *A Bubble that Broke the World*, 1932; E. Jay Comer, *The Security Racket*, 1932; Forrest Davis, *What Price Wall Street?* 1932; Federal Trade Commission news releases; miscellaneous news releases; miscellaneous publications.

From Mrs. William Henry Trotter, Philadelphia: Expense account and business diary of William Henry Trotter during his trip to England in 1874; miscellaneous bills, receipts and notes, dated from 1797-1814; price lists for 1807 and 1808.

From W. H. Truesdale, New York City: J. A. Clark, *Wyoming and Lakkawanna Valleys*, 1875.

From W. J. Filbert, Vice Chairman, Finance Committee, United States Steel Corporation, New York City: thirty-two photographs of modern and old types of machinery in use in the plants of the corporation and its subsidiaries.

From Chamber of Commerce and Industry, Smyrna, Asia Minor: bulletin of the Chamber of Commerce and Industry for July and August, 1932.

From Kammer für Handel, Gewerbe und Industrie, Graz, Styria, Austria: *Bericht über das Wirtschaftsjahr 1931*.

From Kammer für Handel, Gewerbe und Industrie, Wien, Austria: report of meetings and business report of the Chamber of Commerce and Industry of Vienna, 1931; *Transactions of 105 General Assembly*, July, 1932; business report of March, 1932; report of the Finance Committee, May, 1932.

From Richard T. Evans, Tientsin, China: annual reports of the British Municipal Council and budgets for the years 1914, 1919, and 1928 to

- 1932, inclusive; *Minutes of the Annual General Meeting of Electors of the British Municipal Area*, for the years 1928, 1929, 1931, and 1932; *Handbook of Municipal Information*.
- From The Association of British Chemical Manufacturers, London, England: *Official Directory of the British Chemical Plant Manufacturers' Association 1931*; *Directory of British Fine Chemicals produced by Members of the Association*, January, 1930; *British Chemicals and their Manufacturers*, 1931.
- From Official Secretary for the High Commissioner of Southern Rhodesia, London, England: *The Official Year Book of Southern Rhodesia*, No. 3, 1932.
- From Cadbury Brothers Ltd., Birmingham, England: *A Century of Progress*; I. A. Williams, *The Firm of Cadbury*.
- From Charles E. Varlez, Banque Belge & Internationale Egypte, Cairo: R. M. A. E. Turner, *Economic Conditions in Egypt*, report; and report on the foreign commerce of Egypt for 1931.
- From Alfred M. Brace, editor *Americans in France*, American Chamber of Commerce in France, Paris: *Americans in France. A Directory*, 1932.
- From Berliner Stadtische Elektrizitätswerke, A. G., Berlin: *Jahrbuch der Verkehrsdirection der BEWAG*, 1930, 1931; *Geschäftsbericht der BEWAG*, 1930, 1931; *Geschäftsbericht der BKL*, 1931;
- From Deutsche Bank und Disconto-Gesellschaft, Berlin: *Deutsche Bank und Disconto-Gesellschaft*, 1930-1931; *Jahresbericht*, 1929; *Deutsche Bank Jahresbericht*, 1928; *Disconto-Gesellschaft in Berlin, Geschäftsbericht*, 1928.
- From Deutsche Reichsbahn-Gesellschaft Hauptverwaltung, Berlin: Reports of the Deutsche Reichsbahn Gesellschaft, Berlin, 1925, 1926, 1927; *Deutscher Reichsbahn-Kalenders 1931 and 1932*; the law on the German National Railways of 1924 as changed in 1930, in three languages; business report of the company for the year 1931, in English; statistics of the company in three languages; German National Railway Calendar for the years 1930, 1931, and 1932; *Das deutsche Eisenbahnwesen der Gegenwart*, 1926; Baumann, *Deutsches Verkehrsbuch*, 1931.
- From Deutsch-Südamerikanische Bank, Berlin: monthly report for July, 1932.
- From Gewerkschaftsbund der Angestellten, Berlin: *Die Arbeit des G. D. A.*, 1931.
- From Handels-Hochschule, Berlin: copies of nine dissertations of doctoral degrees.
- From Hermann Gunther Rathenau: *Geschäftsberichte der A. E. G.*, Berlin für die Geschäftsjahre 1925/26 und 1927/28; *Technischen Jahresbericht der A. E. G.*, Berlin für 1928; *Geschäftsberichte der Deutschen Bank*, Berlin für die Jahr 1927 und 1928; *Geschäftsbericht der Preussischen Pfandbriefbank*, Berlin, für das Jahr 1928; *Osarm-Nachrichten* for August and September, 1932.

- From Reichs-Kredit- G. A., Berlin: *Germany's Economic Development during the First Half of the Year 1932*.
- From Siemens-Schuckertwerke, Berlin: *Der Siemens-Konzern 1932*; Carl v. Siemens, *The Electrical Industry in Connection with the Present Economic Condition*, a speech delivered in New York October 21, 1931.
- From Dr. H. A. Steudel, Berlin: annual report of the C. Lorenz Aktiengesellschaft for 1931, material descriptive of the Lorenz-Radio and the Tefag-Radio.
- From Schultheiss-Patzenhofer, Berlin: two copies of the annual report of the company.
- From Finanz-Abteilung, Bremen, Germany: report and balance sheet for 1931, in English and German.
- From Handelskammer, Bremen: einen Plan für die Häfen in Bremen und Bremerhaven mit einen Auszug der Hafenordnung für die Stadtbremischen und für Bremerhaven; eine Schrift von Dr. F. Flügel, die als Band 26 der Sammlung "Musterbetriebe deutscher Wirtschaft" erschienen ist under der Ueberschrift "Der Seehafen Bremen"; eine Broschüre "Bremen the World Port"; die Hefte 3/1930, 4/1930 und 3/4 1932 Monatsschrift "Due Weser"; einen Aufsatz "Der Ausbau der Unterweser" von Strombaudirektor Plate, Bremen; einer Aufsatz "Der Ausbau des Hafens II in Bremen" von Hafenbaudirektor Hacker, Bremen.
- From "PHOENIX" Aktiengesellschaft für Berghau und Huttenbetrieb, Düsseldorf: report for the year 1931/32.
- From Stahlwerks-Verband, Düsseldorf: report of the company for the year ending December, 1931.
- From Director Hamburg Amerika Linie, Hamburg: *Bericht und Rechnungslegung für die AM 29, Juni 1932, 85 Geschäftsjahr 1931*.
- From Schimmel & Co., A. G., Miltitz bei Leipzig: annual reports on essential oils, synthetic perfumes, etc., 1929 and 1930; Von Karl Fritzsche: *Der Werdegang der Schimmerl & Co., Aktiengesellschaft im Zeitraum von 100 Jahren*.
- From Secretariate, Hungarian General Creditbank, Budapest, Hungary: reports of the board of directors for the years 1929 and 1930.
- From William F. Minnis, General Manager, Belfast and County Down Railway, Belfast, Ireland: annual reports of the Belfast and County Down Railway for the years 1921-1928, inclusive.
- From Manager Publicity Department, Fiat, Societa Anonima, Torino, Italy: seven photographs of the Fiat automobile plant and of labor saving devices.
- From Banca Commerciale Italiana, Milan: *Movimento Economico Dell'Italia*, for the years 1926-1928, 1929, 1930; *La Banca Commerciale Italiana*, 1894-1919.
- From Frank Cundall, Secretary, The Institute of Jamaica, Kingston, Jamaica: "*Lives of the Governors of Jamaica*" as published in the *Jamaica*

- Review of August, 1926, January, 1927, November, 1927, and January, 1928.*
- From Señor Rafael Lopez, Director, Archivo General de la Nacion, Mexico: Boletin del Archivo General de la Nacion for the periods of September–October, 1930, to April–May–June, 1932.
- From D. J. Scheffel, Secretary, Kamer Van Koophandel en Fabrieken voor Hollands Noorderkwartier, Alkmaar, Netherlands: annual report for 1931 and miscellaneous publications.
- From Koloniaal Institut Amsterdam: J. C. Mollema, *De Ontwikkeling van het Eiland Billiton en van de Billiton-Matschappij*; Dr. M. Kerbosch, Directeur des Plantations de Quinquina, Java, *La Culture de Quinquina à Java*; *Malaria and the Child*, published by the Bureau for increasing the use of quinine.
- From Chamber of Commerce and Industry, Amsterdam: *Report on the Condition of Commerce, Industry and Traffic 1931.*
- From Centraal Bureau voor de Statistiek, Gravenhage: Nederland – Maandstatistiek van den in-, uit-en Doorvoer, Juli, 1932, parts 1 and 2; Jaarstatistiek van den in-, uit-en Doorvoer over 1931.
- From J. E. Claringbould, Secretary for the Hague Chamber of Commerce, The Hague: *De Ontwikkeling van het Bedrijfsleven in het Gebied van de Kamer van Koophandel en Fabrieken voor 's-Gravenhage*; and annual reports for the years 1930 and 1931.
- From Census and Statistics Office, Wellington, New Zealand: report of the vital statistics of the Dominion of New Zealand for the year 1931; monthly abstract of statistics, August, 1932; *Local Authorities Handbook of New Zealand 1932*; monthly abstract of statistics, July, 1932.
- From Ministry of Foreign Affairs, Oslo, Norway: *Norway Yearbook, Acquisition of Sovereignty, etc.*; *Norges Industri* (Norwegian Hydro-Electric Industry); *The Norwegian Fisheries*; Jon Skeie, *Greenland*; *The Laplanders*; *Norway's Economic Interests*; *Norway and East Greenland*; *Norway-Norwegian Trade Review*.
- From Managing Director, Izba Handlowa, Katowice, Poland: Chamber of Commerce reports for 1929, 1930, and 1931.
- From Bank Polski, Warsaw, Poland: Dr. Roman Rorecki, *La Pologne Nouvelle*, and *Polens Wirtschaftliche Entwicklung*, 1931; Von Eugen Benzion, *Bank Polski, die Stabilisierung des Zloty*, 1928.
- From Banco de Bogota, Bogota, Colombia, South America: balances and reports for second half 1930; first and second, 1931; and first half of the year 1932.
- From National Department of Commerce, Rio de Janeiro, Brazil: *Brazil of Today*, 1931.
- From Ministerio do Trabalho, Industria e Commercio, Department Nacional de Estatistica, Rio de Janeiro: Movimento Bancario, for the years 1929–1930; Commercio Exterior do Brazil, 1930–1931.